

Message Text

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PAGE 01 STATE 251662

14

OR GIN COME-00

INFO OCT-01 AF-10 ISO-00 SS-20 IO-14 EB-11 AID-20 TRSE-00

C*AE-00 INR-10 NSAE-00 RSC-01 AGR-20 /107 R

66650

DRAFTED BY: COM/BIC-287/DCLINVILLE

APPROVED BY: EB/OCA/REP: LHPOMEROY

COM/BIC-287: SDHORNER

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IO/AGR: CBENJAMIN (INFO)

STATE/AF/E: TJBURKE (INFO)

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R 282124Z DEC 73

FM SECSTATE WASHDC

TO AMEMBASSY BLANTYRE

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E.O. 11652: N/A

TAGS: BEXP MI

SUBJECT: VIPYA PULPWOOD PROJECT

REF: BLANTYRE'S T-1715, T-1661

STATE 241299

1. COMMERCE REVIEWED STATUS SUBJECT PROJECT WITH REPRESENTATIVE IBRD. ACCORDING IBRD SOURCE, UNDP AND FINNISH CONSULTANTS HOLDING MEETING IN HELSINKI JANUARY 3 AND 4 DISCUSS SETTING DATE BEGIN CONSTRUCTION PULP MILL. CONSULTANTS RETURNING MALAWI JANUARY 7 FOR FURTHER TALKS WITH GOM OFFICIALS.

2. FOR PRESENT, IBRD BELIEVES BEST APPROACH IS FOR CHASE AND BANK OF AMERICA CONTACT MAJOR U.S. PAPER COMPANIES ON A CONFIDENTIAL, SELECTIVE BASIS. BANKS HAVE ACCESS TO TECHNICAL STUDIES, CAN WORK CLOSELY WITH TEMOS' GROUP. WE AGREE WITH IBRD THAT WIDE DISSEMINATION OF OPPORTUNITY, AT THIS TIME, MAY RESULT IN NEGATIVE LIMITED OFFICIAL USE

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REACTION BY POTENTIAL U.S. PARTICIPANTS. BECAUSE OF MAGNITUDE

OF PROJECT AND NUMEROUS FACTORS INVOLVED, INCLUDING LINING UP
OF LONG TERM PURCHASER FOR PULP, BELIEVE IT IMPORTANT THAT AMERICAN
FIRMS BE APPROACHED IN CAREFUL MANNER. IN
ADDITION, WE DO NOT WANT TO DUPLICATE BANKS EFFORTS WHICH WILL
MOST PROBABLY BE ORIENTED TOWARDS A CONSORTIUM APPROACH.

3. COMMERCE *REPAIRED SUPPORT IBRD AND BANKS IN THIS PROJECT AS
APPROPRIATE. WE CAN SUGGEST QUALIFIED U.S. COMPANIES MAKE DIRECT
CONTACTS IF REQUESTED.

4. WE SHALL REVIEW PROGRESS OF PROJECT IMPLEMENTATION WITH IBRD
IN JANUARY. AT THAT TIME MAY HAVE RESULTS OF DISCUSSIONS BETWEEN
CONSULTANTS AND GOM OFFICIALS. KISSINGER

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30 JUN 2005

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